

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

STORY HOUSE CORPORATION

Bindery Lane

Charlottesville, NY 12036

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List less _____% Discount

For Item IV, Net Publications, a

handling charge shall be as

follows: \$_____ each

Enter Zero if No Discount or No Charge

PUBLICATIONS

<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
			<u>Charge</u>

A.-E. PRINT

A. CLOTH BINDING

Discount/Charge per copy _____%

Volume Pricing-Price Breaks _____%

for Single Title: _____copies _____%

_____copies _____%

_____copies _____%

B. LIBRARY BINDING

Discount/Charge per copy 10 % 10 % NA % x 6%

Volume Pricing-Price Breaks _____%

for Single Title: _____copies _____%

_____copies _____%

_____copies _____%

C. PAPERBACKS, QUALITY

Discount/Charge per copy _____%

Volume Pricing-Price Breaks _____%

for Single Title: _____copies _____%

_____copies _____%

_____copies _____%

D. PAPERBACKS, MASS MARKET

Discount/Charge per copy _____%

Volume Pricing-Price Breaks _____%

for Single Title: _____copies _____%

_____copies _____%

_____copies _____%

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PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	<u>10</u> %	<u>10</u> %	<u>NA</u> %	<u>6 6</u> %
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit				
1. Audio Cassettes (music, educational, etc.) <i>Limited offerings</i>	<u>10</u> %	<u>✓</u> %	<u>✓</u> %	<u>6 6</u> %
2. Audio Visual Materials	_____ %	_____ %	_____ %	\$ _____
3. Books on Tape Abridged	_____ %	_____ %	_____ %	\$ _____
4. Books on Tape Unabridged	_____ %	_____ %	_____ %	\$ _____
5. CD-ROM (fixed price only- no online services)	_____ %	_____ %	_____ %	\$ _____
6. CD-ROM (additional discount if offered in conjunction with an online service)	_____ %	_____ %	_____ %	\$ _____
7. CDs (music, etc.)	_____ %	_____ %	_____ %	\$ _____
8. Encyclopedias	_____ %	_____ %	_____ %	\$ _____
9. Laser Disc	_____ %	_____ %	_____ %	\$ _____
10. Maps	_____ %	_____ %	_____ %	\$ _____
11. Microcomputer Software (educational)	_____ %	_____ %	_____ %	\$ _____
12. Microform (Microfiche and microfilm)	_____ %	_____ %	_____ %	\$ _____

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PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
13. Slides	_____ %	_____ %	_____ %	\$ _____
14. Video Tapes (feature film, educational, etc.)	_____ %	_____ %	_____ %	\$ _____
15. Other (please specify)	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____

Volume Pricing-Price Breaks for
Section F for Multiple Units-List
Non-Print Sub-Item Numbers:
(Aggregate pricing to be offered
on subsequent pages)

No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____

Charge

Services-Specify

G. SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

1. Catalog Kits

\$ FREE

*Standard card kit
please see page # 236
of enclosed catalog for
details of card kits.....*

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STORY HOUSE CORPORATION
Bindery Lane
Charlotteville, NY 12038

2. Cataloging and Processing

\$ FREE
\$ _____
\$ _____
\$ _____
\$ _____

Standard Cards & Spine Labels

3. Rebinding of Paperbacks

\$ _____
\$ _____
\$ _____
\$ _____

4. Shelf Ready Books

\$ 1.25/Book
\$ _____
\$ _____
\$ _____

Includes: MARC Recardson
Disk Barcode & Spine Labels
Attached & Packed & Due Date
Attached

5. Customized Reports

\$ _____
\$ _____
\$ _____
\$ _____

6. Bibliographic Records

\$ _____
\$ _____
\$ _____
\$ _____

7. Security Tape

3m

\$ _____
\$.50/Book
\$ _____
\$ _____

8. Bar Codes

\$ Free
\$.20/Barcode
\$ _____
\$ _____

if Unattached
Attached

9. Other - Bidder to list:

\$ _____
\$ _____
\$ _____

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Bidder

STORY HOUSE CORPORATION
Bindery Lane
Charlottesville, NV 12036

See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications."

Please specify the amounts that apply in the left column and the discounts to the right of the solid line.

DISCOUNTS

VOLUME PRICING-PRICE BREAKS

for agency's aggregate purchase in dollars. Please specify the amount that applies:

\$ _____
\$ _____
\$ _____

Item I

TRADE
Discount

_____%
_____%
_____%

Item II

NON-TRADE
Discount

_____%
_____%
_____%

Item III

Text-
Books

_____%
_____%
_____%

Item IV

NET
Handling
Charge

\$ or %

VOLUME PRICING-PRICE BREAKS

for aggregate contract purchases in dollars statewide:

\$ _____
\$ _____
\$ _____

* _____%
_____%
_____%

* _____%
_____%
_____%

NA _____%
_____%
_____%

6%

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

\$ _____
\$ _____
\$ _____

_____%
_____%
_____%

_____%
_____%
_____%

_____%
_____%
_____%

Electronic Access Ordering Discount

_____%

Prepayment Plan Discount

_____%

Deposit Account Discount

_____%

Approval Plan Discount

_____%

Please Explain

* 50-249 Books - 20%

* 250-over Books - 25%

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STORY HOUSE CORPORATION

Bindery Lane

Charlottesville, NY 12036

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): 50
In lieu of three years, previous experience may be considered
or five references may be provided.
See "Qualification of Bidder" clause.
2. If bidder does not meet the three-year requirement, has either
documentation of previous experience or the required five
references (including company name, contact person, complete
address, telephone and fax numbers) been attached?
_____ YES _____ NO
3. Does bidder offer an electronic access ordering system (optional)? X
Via Internet www.story-house.com _____ YES _____ NO
4. If yes, name of computer software system offered for electronic
access ordering system: _____
5. Is 24-hour rush delivery available (optional)? X YES _____ NO
6. If yes, is there an additional charge for 24-hour delivery?
_____ YES X NO (Just Shiping Charge Increase)
7. If there is a price additional for 24-hour delivery, on what basis
(state "0" if none)? _____
Charge: \$ _____
8. Is bidder offering foreign product? _____ YES X NO
If yes, please identify: _____
9. Toll-free numbers for state procurement use
(see "Toll-Free Numbers"): Telephone: 800-847-2105 Fax: _____
10. If a toll-free number is not currently available, is bidder willing
to establish a toll-free number, if awarded a contract? _____ YES _____ NO
11. Is bidder prepared to submit the required financial statements
within five business days of request (see "Financial Stability"
clause)? _____ YES X NO (Private Held non-public Infor.)
12. Guaranteed Delivery (Number of calendar days required to
ship 95 percent of typical order)? 30-40 Days A/R/O

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Bindery Lane

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13. In the event you may be successful in
receiving an award, please provide the
following information for inclusion in
the Notice of Contract Award to be sent
to customer agencies:

Company Name:

Story House Corp

Street Address:

Bindery Lane

P.O. Box:

City, State, Zip:

Charlotteville, NY 12036

Contact Person (please print or type):

Dennis Van Deusen

Telephone Number:

800 - 847-2105

Local 607-397-8725

Fax Number:

800

Local 607-397-8282

Internet Address (E-mail):

dennis@story-house.com

WWW Site:

Story-house.com

14. Is the pricing offered the same or lower
than that offered to other corporations,
institutions, and government agencies'
on similar items, quantities, terms and
conditions:

X YES NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception
to any of the terms and conditions stated
herein?

 YES X NO

If "YES", please explain in detail:

